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CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

Nissan Targets Commercial Fleets

[illegible]ing For Less

[illegible] 3 Vans

[illegible]'s Auction Strategy

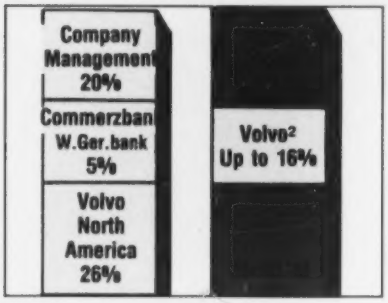
Fleet Expense Control

automotive FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

NOVEMBER 1989
VOL. 29, NO. 1

Influencing the management of 4,952,000 cars and 2,070,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.



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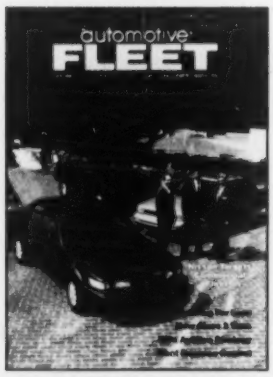

On the cover: Standing amid 1990 Nissans are Aaron Ashcraft (left), national fleet & leasing manager, Bob Thomas (center), vp & general manager, Nissan Div. and Thomas Mignanelli, executive vp-operations.

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Qualified commercial/leasing accounts will be eligible for an additional $100 incentive over and above any retail program, should the retail program provide greater benefits than this volume incentive program.

For federal, state, county, city, municipal, public utility, and government agencies making fleet purchases at qualifying levels, a per unit incentive of $1,000 will be applicable for Truck, Trooper, and Passenger Car.

The same price protection schedule and fast start bonus program apply for commercial, leasing, and government agency accounts.

Oldsmobile Names New Sport-Utility

The new four-door sport-utility vehicle to be introduced next year by the Oldsmobile division has been named the Bravada.

Average Oil Change Intervals In Thousands Of Miles

Business	4.8K
Utility	4.8K
Government	4.0K

In addition, nearly one-half (49%) of the government and over one-third of the utility (36%) and business (34%) fleet respondents change oil at 3,000 miles or less.

Grade of Motor Oil Most Commonly Used In Passenger Cars (by Fleet Classification)

	5W30	10W30	10W40	20W50	Other
Business	5%	63%	16%	N/A	16%
Utility	11%	27%	16%	5%	41%
Government	N/A	31%	28%	4%	37%

Types Of Fuel Additives Used By These Fleets That Authorize Their Use (by Fleet Classification)*

	Gasoline Antifreeze	Octane Booster	Carburetor Cleaner	Top Oil	Fuel-Inj. Cleaner	Diesel Conditioner
Business	43%	10%	19%	0%	62%	33%
Utility	30%	10%	50%	5%	60%	90%
Government	54%	12%	28%	16%	46%	67%

Source: Runzheimer *Totals exceed 100% due to multiple answers

The chart shown above outlines the results of a recent survey in which 181 fleet managers were asked about their policies for changing motor oil in fleet vehicles. Also, the use of additives was probed, as was the grade of oil used. Runzheimer International conducted the study.

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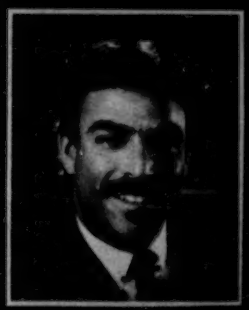

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Warren Young of Manheim Auctions presents a revealing picture of the auto auction industry, his company's role in the marketplace, the challenge to develop qualified management, and the continuing need to upgrade facilities.

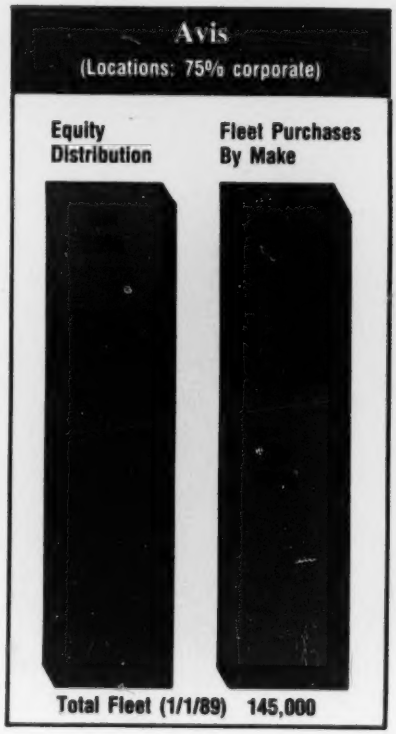
Today And Tomorrow In The Auction Industry

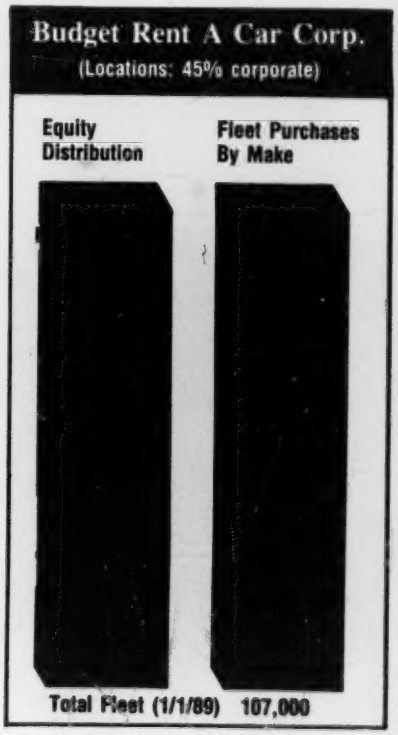
The following article was a keynote speech delivered by Warren Young, president and chief executive officer of Manheim Auctions, at the recent mid-year meeting of the Automotive Fleet & Leasing Association that was held at the Ritz Carlton Hotel in Atlanta.

It is estimated that the National Auto Auction Association members in 1988 handled somewhere near 10 million automobiles and sold almost $20 billion worth of cars.

Last year, Manheim handled almost 1,500,000 cars, and sales volume totaled $4.4 billion. Our compounded growth over the last five years exceeded 25 percent per year. Manheim operates 150 lanes of automobiles each week, and has over 900 acres of facilities, with a combined 800,000 square feet of buildings.

In addition, Anglo American Auto Auctions and GE Capital





[1]Includes GM, Toyota, Nissan and other imports
[2]Currently 2% of fleet (4,000 units)
[3]As of 10/89 "other makes" consists of Chrysler (12%), GM (8%), and Imports (10%).

Auto Auctions have contributed to improving the recognition and image of the auto auction industry.

Years ago, most auctions were very small, both in terms of size and in number of cars they ran. They were not well established and were known only to a limited number of dealers, primarily used-car dealers and wholesalers. Automobile auctions were in their infancy 30 years ago and the recognition given to auctions in those days was truly limited.

Today, with the help of the National Auto Auction Association, the auction industry has grown into an increasingly well organized business of highly ethical business men and women with a purpose — offering a service which is now recognized by almost all new and independent dealers, most fleet and lease companies, as well as the major manufacturers, General Motors, Ford, Chrysler, and a number of import manufacturers.

What's new currently is that the

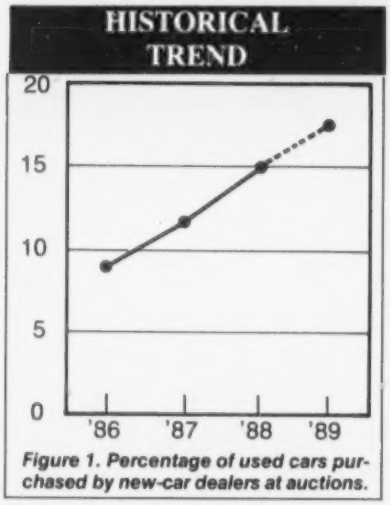


Figure 1. Percentage of used cars purchased by new-car dealers at auctions.

National Automobile Dealers Association (NADA) reports auction purchases by new-car dealers for their used-car inventories has jumped from nine percent in 1986 to 12 percent in 1987 and will probably reach 15 percent in 1988. (Figure 1). This has put auctions ahead of such traditional used-car sources as brokers, at eight percent, and street purchases at seven percent. Auction sourced used cars are even gaining on the dealers trade-ins on used cars which were 17 percent of used-car sales in 1987.

NADA also revealed that dealers' used-vehicle departments lead all other departments in percentage of increase in dollar sales.

More used cars are coming from the manufacturers to auctions, with estimates ranging up to 800,000 cars in 1989.

More lease and rental units are entering the used-car market directly, and more lease and rental units are going through auction.

More consumers are selling direct to other consumers, therefore, fewer trade-ins to new and independent dealers.

Over the last five years, there has been considerable pressure on auctions to increase their facilities both in size of the auctions and the size of the recon, and also to increase their capacity to store a large number of automobiles. This also has increased the required investment to

[4]As of 10/89 "other makes" consists of Ford/L-M (5%), GM (7%), and imports (8%).

[5]As of 10/89 "other makes" consists of GM (40%) and Ford Division (10%).

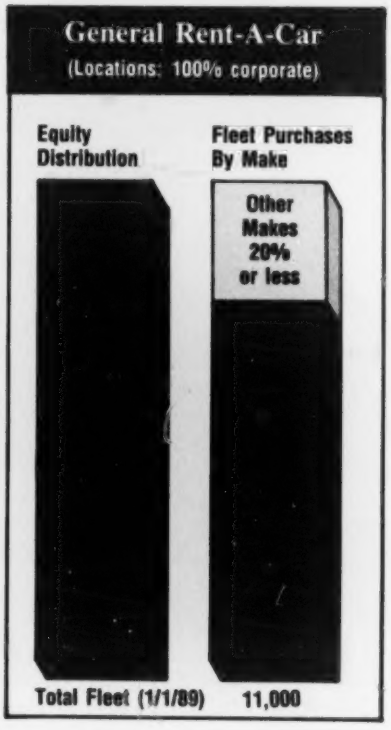
get into the auto auction business.

Also, there are more auctions in a given market today, with more competitive pressures on auctions to do better, supply better service, and to manage better. The Florida market is a good example. Ten years ago there were probably three or four auctions in the greater Central Florida area (Lakeland, Orlando, and West Palm Beach). Now there are 11 auctions in the same general area.

There have been many changes in the last few years, many of which have impacted auctions such as:

• The number of vehicles in U.S. fleets continues to grow and as of Dec. 31, 1988 was 10,160,000. More and more of these vehicles are going through auctions, primarily due to the advantage of better prices and shorter holding time by auction selling, and somewhat due to the credibility of odometer documentation provided by auctions.

• Fleet registrations accounted for 21 percent of the total registrations in the 1988-model year, and this will probably continue to increase as percent of total registrations.



The market for late-model cars is extremely soft with lower prices and cars not selling as well, partially due to the impact of the factory buybacks...

• In addition to fleet leasing, there are large numbers of retail leases. Ford dealers have 650,000 cars on retail leases, and GE Capital Auto Lease has another 225,000 cars in retail leases. A large majority of these cars will be sold through auto auctions.

• The automakers are selling the rental companies a record number of vehicles, which is estimated at over one million units in 1988, about double the number five years ago. Some rental companies are now recycling a portion of their fleets two or three times a year instead of once a year, which means more cars for auction.

The manufacturers' ownership of rental companies is now a big factor in the redistribution of late model cars.

For instance:

• General Motors owns 25 percent of Avis, and is guaranteed approximately 70 percent of their cars, about 78,000 cars. GM also owns 45 percent of National Car Rental, and is guaranteed 75 percent of the National fleet, approximately 75,000 cars.

• Ford owns 49 percent of Hertz, and is guaranteed 70 percent of their fleet, about 105,000 cars. Ford also arranged a financing program for Budget, and by doing so, is guaranteed 75 percent of the Budget fleet, about 65,000 cars. Volvo acquired an ownership in Hertz and is assured of more than 4,000 cars each year.

Chrysler helped finance the Avis buy-out and they will get 20 percent of the Avis fleet, about 26,000 cars. Chrysler also owns Thrifty Rent-A-Car and gets 75 percent of the Thrifty fleet, about 24,000 cars, and they also get 50 percent of the Snappy Rent-A-Rent fleet, about 9,000 cars. Chrysler's finance arrangement with General Rent-A-Car assures being a primary source.

There are some problems on the horizon, however:

• Experts predict a significant number of dealers in the United States will fail in the next 12 months, the number of dealerships could fall by eight percent from the present 25,000 to 23,000 dealerships.

• The number of dealers owning more than one dealership could drop 25 percent from 16,000 dealerships to 12,000 dealerships by the mid-1990s.

• Ford, General Motors, and Chrysler have all trimmed production plants and idled some plants due to disappointing sales numbers.

• The average price of a new car has nearly doubled this decade to over $14,000 in 1988.

• Lenders offer longer repayment periods to soothe the sting of higher prices, and today's average repayment term is almost five years.

• Because of the extended payment terms, many owners cannot buy cars because they are upside down (resale value is deficient versus principal owed) in their cars, and this has killed the three or four year trade-in cycles that automakers have come to expect. This is certainly going to have a negative impact on both new and late model car sales for a while.

• The market for late-model cars is extremely soft with lower prices and cars not selling as well, partially due

to the impact of factory buyback vehicles which are being recycled in volume back into the used-car market.

• Wholesale and retail prices are erratic. Finding the right used cars is becoming next to impossible. Local markets simply cannot supply the right kinds of cars and the quantities to make up the shortfall in new-car sales dollars for the dealers. Experts predict the next two years will reflect lower grosses on new cars for new-car dealers. As a result, dealers will be giving more attention to the used-car sales for additional gross profit.

What this means is that dealers will be concentrating more on used-car sales, used-car prices will firm up, and auctions will be getting more new-car customers, and be selling more cars.

For many auction owners, business has never been better. Major fleet and leasing companies are burdened with skyrocketing contract terminations and they will be unloading hundreds of thousands of 1986 and 1987 vehicles primarily through auctions.

The future is bright for auto auctions. The auto auction industry will continue to grow as it has over the past 10 years and probably almost as fast. The overall universe of cars will be growing, and it will include more lease and fleet cars, and manufacturer's cars will continue to increase in volume. The auto auction's ability to market large volumes of vehicles in a reasonably short period of time will become more valuable to the fleet and lease companies and the manufacturers in the years ahead.

Tomorrow's Challenges

• The challenges to the auto auction industry will be to continue to upgrade their facilities, adding more land, more lanes, and more recon area to service the continuing increase in business.

• Auctions also will be challenged to develop new management and professional staff to properly service the increasing business.

• Dealers will be challenged to locate desirable retail units, and to develop ways of selling the higher mileage units that are increasingly coming to market, both from customers and auctions.

• Manheim foresees manufacturers continuing to increase the number of cars in their repurchase programs which, of course, will increase the number of cars going through auctions from this source.

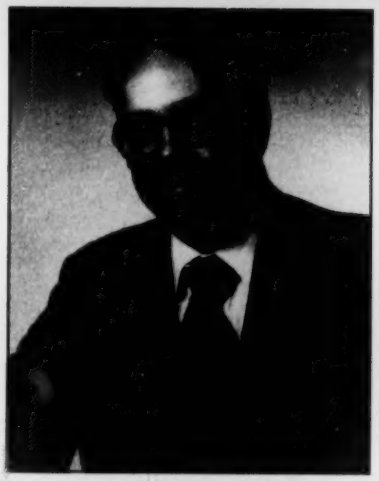
Question & Answer

Question: What are Manheim Auctions' plans for future growth?

Young: I can tell you that Manheim plans to continue its calculated and steady growth experienced over the last 20 years, by seeking out auctions which are highly regarded in their trading area, and have good competent management in place running the auction who we hope will want to continue working with Manheim. We are not out to try to purchase any set number of auctions within a given length of time, rather, we have plotted a gradual plan of growth built around purchasing quality auctions which we feel will match the Manheim personality.

Question: What is the future for the independent auctions?

Young: We believe the independent auctions will continue to play a very important role in the auction industry, primarily because they are well organized, competent, and dedicated to providing the high degree of service necessary in our industry at this time. I do not believe the role of the independent auctions will be adversely affected to any degree by reason of growth of the so-called auction chains.



Warren Young, president and chief executive officer for Manheim Auctions.

I know most of the independent auction owners very well, and I can tell you that some independents offer better service than some chains do.

For that matter, the auction chains, Manheim, Anglo, and GE, represent a minority of the auction houses in the United States. Manheim, at present, has 24 auctions, Anglo has 23, and GE has 18. In the National Auto Auction Association there are over 200 members. In addition to that, there are probably another 200 auto auctions in the United States that are not members of NAAA.

We, at Manheim, look forward to the next decade with anticipation and enthusiasm.

Member companies of the National Association of Fleet Resale Dealers are receiving payment for units sold more than seven days quicker than in 1985, according to results of its latest industry survey.

NAFRD's 1988 Business Survey

The National Association of Fleet Resale Dealers (NAFRD) recently released the results of its 1988 Business Survey, with responses coming from 32 members, more than any previous year.

The survey was not conducted last year for the 1987 business year, therefore, some results are compared to surveys from 1986 and 1985.

This year, a series of 35 questions were asked regarding general business practices used by NAFRD members. Questions ranged from number of units sold and the number of employees working for a company to expenditures for reconditioning and days per week a company is open for business.

Survey Highlights

One area of the survey dealt with reconditioning expenditures. Reconditioning was separated into two distinct categories—mechanical repairs and body repairs. According to NAFRD, results followed an upward curve which began when the 1986 survey results were released. This year's survey showed an average expenditure per vehicle of $156.56 for mechanical repairs and $218.98 for body repairs. In comparison, 1986 survey results showed $127.80 for mechanical repairs and $205 for body repairs.

Factors Influencing Resale

Factors	1986		1988
Mileage	1		2
Make	2		7
Model	3		5
Condition	4		1
Engine Size	5	(tie)	3
Equipment	5	(tie)	4
Color	7		6
Interior	8		8

NAFRD members were asked to rank, in order of importance, factors influencing the ultimate price received by their company on a vehicle sale. Results from 1986 are compared to 1988 figures.

Selling Colors

Color	1986		1988
Red	1		1
Cream	2		5
White	3		2
Black	4		8
Beige	5		4
Yellow	6		9
Blue	7		7
Brown	8	(tie)	6
Burgundy	8	(tie)	3
Green	10		10

In 1988, red remained the easiest color to sell, but other top 10 choices have changed since the 1986 survey.

In addition, clean-up fees have risen since 1985, according to this year's survey. For 1988, respondents indicated that an average of $73.43 per vehicle for clean-up services were charged on condition reports, up slightly from 1985 and 1986, when the average was $66.87 and $67.08, respectively.

Another significant highlight from this year's survey is that the average number of vehicles sold per respondent decreased from 1,923 in 1986 to 1,732 in 1988. According to NAFRD, this could be attributed to the fact that more respondents this year have smaller operations, possibly even start-ups.

Other Factors

In the 1986 survey, mileage was the most important factor in determining resale value, followed by make, model, condition, engine size and equipment (tie), color, and interior. This year, many of these factors changed positions. Condition is considered the most important factor in 1988, followed in order by mileage, engine size, and equipment. Make fell in importance from second to seventh, while model dropped from third to fifth.

Color preferences also have changed, as far as the effect they have on resale value. Red has re-

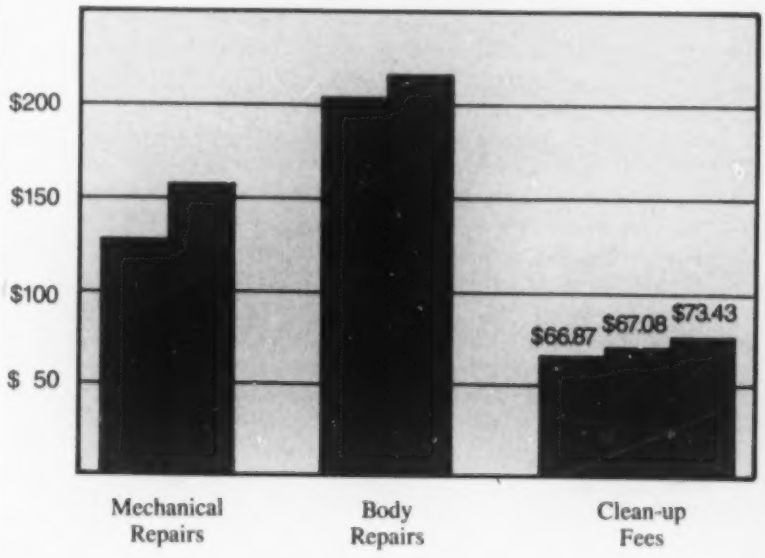
mained the best color for enhancing resale, but cream dropped from second to fifth from 1986 to 1988. Other significant drops were black—from fourth to eighth, and yellow—from sixth to ninth.

Efficiency

Improved cash flow management and modern technology apparently have had a positive impact on the fleet resale business, according to this year's survey results. Thanks to computerization, fax machines, and management capability, the average time span from when a company sells a vehicle until it receives payment has fallen from 26.5 days in 1985 to 19 days this year.

NAFRD summarized the results of the 1988 Business Survey by commenting that the fleet resale industry is a highly-competitive market which may be suffering slightly from the growth of the major auction chains.

Fleet Resale Dealer Expense Comparison
Average Expenditures Per Unit



Note: No survey was conducted for the 1987 business year.

Buerge Motor Car Company Fleet Group team, left to right, Rene Blankenship, Dean Schneider, Rose Smith and Gigi Farag.

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USED CARS

The following are average used-car prices for the period ending October 1, 1989. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

88 BUICK SKYHAWK			
Coupe	6,167	6,229	6,043
Sedan	6,253	6,314	6,125
87 BUICK SKYHAWK			
Cust Coupe	5,039	5,090	4,939
Cust Sedan	5,117	5,168	5,013
88 BUICK SKYLARK			
Cust Sedan	7,600	7,677	7,450
87 BUICK SKYLARK			
Cust Sedan	6,365	6,426	6,237
86 BUICK CENTURY			
Cust Sedan	7,585	7,659	7,431
87 BUICK CENTURY			
Cust Sedan	6,374	6,437	6,245
88 BUICK LE SABRE			
Cust Sedan	9,664	9,759	9,469
87 BUICK LE SABRE			
Cust Sedan	8,040	8,116	7,875
86 CADILLAC DE VILLE			
Coupe	15,046	15,196	14,744
Sedan	15,223	15,378	14,921
87 CADILLAC DE VILLE			
Coupe	12,423	12,548	12,173
Sedan	12,575	12,701	12,324
86 CADILLAC SEVILLE			
Sedan	16,336	16,500	16,011
87 CADILLAC SEVILLE			
Sedan	13,819	13,958	13,542
88 CHEVY BERETTA			
Coupe	7,250	7,320	7,105
88 CHEVY CORSICA			
Sedan	6,796	6,862	6,659
87 CHEVY BERETTA			
Coupe	5,776	5,835	5,660
87 CHEVY CORSICA			
Sedan	5,337	5,393	5,232
88 CHEVY CAVALIER			
Sedan	5,992	6,053	5,875
87 CHEVY CAVALIER			
Sedan	4,656	4,703	4,564
88 CHEVY CELEBRITY			
Sedan	7,181	7,254	7,038
87 CHEVY CELEBRITY			
Sedan	5,734	5,792	5,620
88 CHEVY CAPRICE			
Sedan	8,088	8,169	7,924
87 CHEVY CAPRICE			
Sedan	6,658	6,725	6,524
88 CHRYSLER NEW YORKER			
Sedan	11,334	11,447	11,106
87 CHRYSLER NEW YORKER			
Sedan	8,086	8,169	7,927
86 CHRYSLER FIFTH AVENUE			
Sedan	10,984	11,091	10,761
87 CHRYSLER FIFTH AVENUE			
Sedan	8,671	8,758	8,497
86 DODGE ARIES AMERICA			
Sedan	5,573	5,629	5,462
87 DODGE ARIES			
Sedan	4,526	4,572	4,435
88 DODGE SHADOW			
Liftbk 5 Dr	5,909	5,968	5,792
87 DODGE SHADOW			
Liftbk 4 Dr	4,902	4,951	4,804
86 DODGE DYNASTY			
Sedan	8,945	9,034	8,764
88 FORD ESCORT			
Htchbk 4 Dr GL	5,039	5,090	4,939
87 FORD ESCORT			
Htchbk 4 Dr GL	4,044	4,085	3,962
88 FORD MUSTANG			
LX-4 Coupe	6,790	6,858	6,655
87 FORD MUSTANG			
LX-4 Coupe	5,531	5,587	5,419
88 FORD TEMPO			
GL Sedan 4 Dr	5,999	6,061	5,878
87 FORD TEMPO			
GL Sedan 4 Dr	4,801	4,850	4,706
88 FORD TAURUS			
GL Sedan 4 Dr	8,120	8,200	7,959
87 FORD TAURUS			
GL Sedan 4 Dr	6,608	6,735	6,533
88 FORD CROWN VICTORIA			
Sedan	10,361	10,466	10,154
87 FORD CROWN VICTORIA			
Sedan	8,599	8,686	8,431
88 FORD THUNDERBIRD			
Coupe	9,198	9,293	9,016
87 FORD THUNDERBIRD			
Coupe	7,679	7,755	7,524
86 LINCOLN			
Town Car Sedan	15,353	15,504	15,046
Mark VII Coupe	17,088	17,260	16,744
Continental Sedan	18,977	19,167	18,597
87 LINCOLN			
Town Car Sedan	12,886	13,013	12,628
Mark VII Coupe	13,804	13,943	13,529
Continental Sedan	14,015	14,155	13,723
88 MAZDA 626			
LX Sedan 4 Dr	8,770	8,857	8,594
88 MERCURY COUGAR			
LS Coupe	9,637	9,732	9,446
87 MERCURY COUGAR			
LS Coupe	8,081	8,160	7,921
88 MERCURY TOPAZ			
GS Sedan 4 Dr	6,126	6,185	6,001
87 MERCURY TOPAZ			
GS Sedan 4 Dr	4,835	4,882	4,735
88 MERCURY SABLE			
GS Sedan	8,245	8,327	8,080
87 MERCURY SABLE			
GS Sedan	6,695	6,759	6,561
88 MERCURY GRAND MARQUIS			
Sedan	11,544	11,658	11,312
87 MERCURY GRAND MARQUIS			
Sedan	9,781	9,877	9,584
88 NISSAN SENTRA			
Sedan 2 Dr	4,736	4,783	4,641
88 NISSAN STANZA			
E Ntch 4 Dr	7,711	7,788	7,556
88 NISSAN MAXIMA			
SE Sedan	11,790	12,909	11,554
87 NISSAN SENTRA			
Sedan 2 Dr	3,875	3,913	3,796
87 NISSAN STANZA			
E Ntch 4 Dr	6,084	6,144	5,961
87 NISSAN MAXIMA			
SE Sedan	9,114	9,204	8,932
88 OLDS CIERA			
Coupe	7,503	7,577	7,353
Sedan	7,585	7,659	7,431
87 OLDS CIERA			
S Coupe	6,357	6,422	6,230
Sedan	6,430	6,494	6,301
88 OLDS CALAIS			
Sedan	7,515	7,592	7,367
87 OLDS CALAIS			
Sedan	6,372	6,435	6,244
88 OLDS CUTLASS SUPREME			
Coupe	8,740	8,828	8,566
87 OLDS CUTLASS SUPREME			
Coupe	7,356	7,429	7,211
Sedan	7,356	7,429	7,211
88 OLDS 98 REGENCY			
Sedan	11,354	11,468	11,127
87 OLDS 98 REGENCY			
Sedan	9,395	9,488	9,209
88 PLYMOUTH RELIANT			
Sedan	5,573	5,629	5,462
87 PLYMOUTH RELIANT			
Sedan	4,540	4,585	4,448
88 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,904	5,963	5,788
87 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,870	4,922	4,775
88 PLYMOUTH GRAN FURY			
Salon Sedan	6,328	6,390	6,202
87 PLYMOUTH GRAN FURY			
Salon Sedan	5,106	5,156	5,004
88 PONTIAC SUNBIRD			
SE Coupe	6,222	6,286	6,099
Sedan	6,306	6,369	6,179
87 PONTIAC SUNBIRD			
SE Coupe	4,900	4,950	4,800
Sedan	4,826	4,873	4,728
88 PONTIAC 6000			
Coupe	7,278	7,348	7,131
Sedan	7,357	7,432	7,209
87 PONTIAC 6000			
Coupe	5,877	5,935	5,760
Sedan	5,945	6,005	5,828
88 PONTIAC GRAND AM			
Sedan	7,378	7,450	7,231
87 PONTIAC GRAND AM			
Sedan	6,562	6,628	6,429
88 PONTIAC BONNEVILLE			
Sedan	10,525	10,629	10,315
87 PONTIAC BONNEVILLE			
Sedan	8,113	8,198	7,951
88 PONTIAC GRAND PRIX			
Coupe	8,944	9,033	8,765
87 PONTIAC GRAND PRIX			
Coupe	7,432	7,506	7,286
88 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	6,780	6,848	6,645
88 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,254	9,347	9,070
88 TOYOTA CRESSIDA			
Lux Sedan	13,924	14,064	13,646
87 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	5,414	5,467	5,304
87 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	7,890	7,970	7,734
87 TOYOTA CRESSIDA			
Lux Sedan	11,443	11,555	11,212
88 VOLKSWAGEN JETTA			
Sedan 4 Dr	7,286	7,359	7,142
87 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,001	6,060	5,880

CALENDAR

NOVEMBER

16-19—CATRALAs' Western Regional Conference, Newporter Hyatt Resort, Newport Beach, CA. Information: (202) 223-2118.

5-8—American Association of Equipment Lessors, Annual Convention, Fairmont Hotel, San Francisco, CA. Information: (703) 527-8655.

15-19—International Taxicab Association 71st Annual Convention and Trade Show, Sheraton Harbor Island, San Diego, CA. Information: (301) 946-5700.

DECEMBER

Nov. 30-Dec. 3—Avis Licensee Meeting, Fairmont Hotel, San Francisco, CA. Information: (516) 222-3000.

5-7—Maintenance Management Seminar, Michigan State University, East Lansing, MI. Information: (517) 353-1790.

JANUARY

6-14—North American International Auto Show, Cobo Hall, Detroit, MI. Information: (313) 872-4311.

6-14—Los Angeles Auto Show, Los Angeles Convention Center, Los Angeles, CA. Information: (213) 748-8531.

FEBRUARY

10-13—National Automobile Dealers Association Annual Convention, Convention Center, Las Vegas, NV. Information: (703) 821-7000.

25-Mar. 1—American Car Rental Association, 12th Annual Convention, Arizona Biltmore, Phoenix, AZ. Information: (202) 223-2118.

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GAS PRICES

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Little Rock, AR	134.0¢	94.9¢
Kingman, AZ	160.9	113.4
San Francisco, CA	139.9	101.0
Hartford, CT	133.2	112.6
Chicago, IL	157.0	116.0
Lexington, KY	129.9	95.6
New Orleans, LA	140.2	98.2
Bangor, ME	127.6	112.9
Flint, MI	135.6	101.4
Raleigh, NC	138.9	103.9
Brooklyn, NY	116.7	89.9
Tulsa, OK	129.6	105.4
Oil City, PA	102.9	92.9
Roanoke, VA	122.4	96.9
Yakima, WA	161.9	120.9

Survey conducted during the first five working days of October 1989.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.